

## Message Text

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44

ORIGIN COME-00

INFO OCT-01 AF-06 NEA-10 ISO-00 EB-07 /024 R

DRAFTED BY COM/OIM/SAD/WALE  
APPROVED BY EB/OCA/CM/LAKLIEFORTH  
COM/OIM/SAD/JEMURRIN  
COM/CAGNE/PHALE  
COM/OIM/EM/JDOYLE  
NEA/RA/KKOLB

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P R 111432Z AUG 75  
FM SECSTATE WASHDC  
TO AMEMBASSY ABU DHABI PRIORITY  
AMEMBASSY CAIRO  
AMEMBASSY KUWAIT  
AMEMBASSY TEHRAN  
INFO AMEMBASSY AMMAN  
AMEMBASSY BEIRUT  
AMEMBASSY DAMASCUS  
AMEMBASSY MANAMA  
AMEMBASSY DOHA  
AMEMBASSY MUSCAT  
AMEMBASSY KHARTOUM  
AMEMBASSY ALGIERS  
AMEMBASSY TUNIS  
AMEMBASSY RABAT

UNCLAS STATE 189300

E.O. 11652 NA

'AGS: BEXP, XF

SUBJECT: IOWA STATE IOGA TRADE MISSION

REF; STATE A-494

1. IN ACCORDANCE WITH RECOMMENDATIONS MADE IN RESPONSE  
TO REF AIRGRAM THE STATE OF IOWA NOW DESIRES TO CONDUCT  
A VERTICAL TRADE MISSION IN THE FIELD OF CONSTRUCTION  
EQUIPMENT AND RELATED PRODUCTS TO KUWAIT, TEHRAN AND  
JIDDA FROM NOVEMBER 1 THRU NOVEMBER 12.  
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2. THE MISSION WILL INCLUDE TWELVE IOWA BUSINESSMEN  
ACCOMPANIED BY DEAN ARBUCKLE, DIRECTOR, FOREIGN TRADE  
DIVISION, IOWA DEVELOPMENT COMMISSION. THE FOLLOWING  
IS A LISTING OF TEN OF THE BUSINESS MEMBERS, THE FINAL

TWO MEMBERS WILL BE IDENTIFIED BY CABLE ASAP. JOHN HAMILTON, INTERNATIONAL SALES MGR., HYDROTILE ;ACHINERY CO. (CONCRETE PIPE MACHINES); FRANK LADUE, PRES., CONCRETE PIPE MACHINERY CO. (PIPE MACHINES AND COATING AND REINFORCING MACHINES); JERRY A. WOODKE, PRES., WOODLE ENTERPRISES, INC. (CONSTRUCTION EQUIPMENT TRUCKS); GRANT J. WILSEY, DIRECTOR, INTERNATIONAL, VIKING PUMP DIVISION, HOUDAILLE INDUSTRIES (FERROUS AND NON-FERROUS CASTINGS, ROTARY PUMPS); G. L. GODBERSON, GOMACO CORP. (CONCRETE SPREADING AND PAVING MACHINES, CONCRETE CONVEYORS AND CYLINDER FINISHING MACHINES, CURB, GUTTER AND

SIDEWALK MACHINES); FRANCIS L. ZROSTLIK, IOWA MOLD TOOLING CO. (ELECTRIC HYDRAULIC CRANES, GIANT TIRE CHANGERS); D. H. HOWIG, PRES., MIRACLE REACTION (STADIUMS, GRAIN BINS, SILOS, PARK EQUIPMENT); EUGENE FAULSTICH, PRES., VAN LADDER, INC. (AERIAL LADDERS, SELF-PROPELLED MANLIFT); GAYLEN HOFFER, PRES., CORWILL INTERNATIONAL AND WELTY WAY PRODUCTS INC. (SHEET METAL MACHINERY); AND ROBERT

LYON, EXPORT MGR., OELWEIN CHEMICAL CO. (INDUS. CHEMICALS).

3. THE MISSION ITINERARY IS AS FOLLOWS:

FRI OCT 31 AR. KUWAIT 7:45 P.M.; TUES NOV 4 LV. KUWAIT 7:00 A.M. KU 900, AR TEHRAN 8:50 A.M.; SAT NOV 8 LV TEHRAN 9:45 A.M. KU 90L, AR KUWAIT 11:35 A.M., LV KUWAIT 2:30 P.M. SV 939, AR JIDDA 6:50 P.M.; THUR NOV 13 LV JIDDA 12:35 P.M., AR CAIRO 1:45 P.M.; SUN NOV 16, LV CAIRO FOR U.S.

THE MISSION OFFICIALLY TERMINATES IN JIDDA ON NOV 12.

UPON COMPLETION OF THE MISSION IN JIDDA THE MISSION MEMBERS DESIRE TO GO TO CAIRO ON NOV 13, HAVE A DAY OF REST ON NOV 14 AND, HAVE LIMITED BUSINESS APPOINTMENTS ON NOV 15.

4. IT IS PLANNED THAT THE ADVANCE WORK WILL BEGIN ON OR UNCLASSIFIED

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AB8B-5BW-

ABOUT SEPT 4 AND FOLLOW THE SAME ITINERARY AS ABOVE. INFORMATION ON THE COMPOSITION OF THE ADVANCE TEAM WILL FOLLOW SOONEST. THE IOWA DEVELOPMENT COMMISSION IS WORKING CLOSELY WITH MR ARMINAK YOUKHANA OF CHICAGO, WHO REPRESENTS THE KUWAITI AIRLINES IN THE MID-WEST. THAT AGENCY WILL HANDLE THE TRADE MISSION AIR TRANSPORTATION, HOTEL ARRANGEMENTS AND ASSIST WHEN NEEDED WITH ARRANGING BUSINESS APPOINTMENTS.

5. MISSION MEMBER CATALOGS AND PRODUCT INFORMATION WILL BE AIRPOUCHED BEGINNING WEEK OF AUG 18.

6. FOR ABU DHABI: SHOULD ADVANCE TEAM FIND LIMITED

MARKET OPPORTUNITIES IN JI-DA, POSSIBLE ADVANCE TEAM  
MAY PROCEED TO ABU DHABI AS CONSIDERATION REPLACEMENT  
FOR JIDDA ON MISSION ITINERARY. IF THIS OCCURS, ADVANCE  
TEAM WILL CABLE ABU DHABI DETAILS OF ITS TRAVEL PRIOR TO  
ARRIVAL. SISCO

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 AUG 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** 11652 NA  
**Errors:** n/a  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** hartledg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 30 JAN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <30 JAN 2003 by ReddocGW>; APPROVED <09 FEB 2004 by hartledg>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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CAIRO  
KUWAIT  
TEHRAN INFO AMMAN  
BEIRUT  
DAMASCUS

MANAMA  
DOHA  
MUSCAT  
KHARTOUM  
ALGIERS  
TUNIS  
RABAT

**Type:** TE

**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006